

MAR 1 12 20 PM 1965

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION SECTION
WASHINGTON, D. C.

REGISTRATION No. 1643

SUPPLEMENTAL REGISTRATION STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Months Period Ending DEC 25 1964
(Insert date)

1. (a) Name of Registrant. JAPAN TRADE CENTER, NEW YORK #1643

(b) All other names used by Registrant during the period.

JETRO, NEW YORK WORLD'S FAIR OFFICE

(c) Address of principal office.

393 Fifth Avenue, New York, N. Y. 10016

(d) Name of person or persons in charge of principal office.

TAKESHI MARUO

3. If Registrant is a nonbusiness membership organization, state—

(a) Approximate number of members in the United States 27
(b) Approximate number of members outside the United States 450

4. (a) All persons who became partners, officers, directors, and similar officials of Registrant during the period.

Name and address of official	Date connection began	Position, office, or nature of duties
Sueaki Oda 67-50 Thornton Place Forest Hills, N.Y. 11375	July 21, 1964	Deputy Managing Director

(b) All persons who ceased to be partners, officers, directors, or similar officials of Registrant during the period.

Name and address of official	Date connection ended	Reason for ending connection
Kozo Hirata 38-25 Parsons Blvd. Flushing, New York 11354	July 22, 1964	Returned to Japan

5. (a) All branches and local units of Registrant and all other component or affiliated groups or organizations which began to operate during the period.

*Name and address of branch, unit,
group, or organization*

*Nature of connection with
Registrant*

*Name and address of person
in charge*

None

- (b) All branches and local units of Registrant and all other component or affiliated groups or organizations which ceased to operate during the period.

Name of branch, unit, group, or organization

Reason operations ceased

None

6. All persons who at any time during the period were foreign principals of Registrant.

*Name and principal
address*

*Is person still a foreign principal
of Registrant?*

*If not, give date connection
ended*

Japan External Trade
Organization
Kokusai Kankoo Bldg.
1, 1-chome, Marunouchi
Chiyoda-ku, Tokyo, Japan

Yes
"

7. Describe fully all activities of Registrant during the period for or in the interests of each foreign principal named under item 6.

To conduct research in matters concerning foreign trade, and publicity of the results of the above research (including matters concerning industrial design); information and publicity of industries and merchandise of Japan; expediting of trade transactions; issuing and distribution of publications on foreign trade; holding or participation in exhibitions; trade fairs and the like; or assistance in holding of or participation in the same.

See Schedule I for list of displays put on by Japan Trade Center in 1964

8. Describe briefly all other businesses, occupations, and public activities in which Registrant engaged during the period.

None

9. Furnish the following information as to all employees and other individuals except those named under item 4, who during the period rendered any services or assistance to Registrant, with or without compensation, for or in the interests of any foreign principal named under item 6:

(a) All such employees and other individuals for whom Short Form Registration Statements (Formerly Exhibits A) have previously been filed.

Name and address of employee or other individual	Nature of any changes during period in activities for Registrant or its foreign principals	Has connection with Registrant ended?
Thomas T. Hayashi, Esquire 522 Fifth Avenue New York, 10036	No change (Whitman, Ransom & Coulson)	The connection has not ended
Ruder & Finn, Inc. 130 East 59th Street New York, 10022	No change	The connection has not ended.

Staff Members

Takeshi Maruo	Managing Director.	"
Jiro Tokuyama	In charge Public Relations	"
Haruo Aoyama	In charge Accounting	"
Shinsaku Sogo	In charge Public Relations	"
Tsutomu Hara	In charge Displays & Exhibitions	"
Iwao Koyama	In charge Trade Inquiries	"
Ryoichi Moriguchi	In charge Market Research	"

(b) All such employees and other individuals for whom Short Form Registration Statements (Formerly Exhibits A) have not been previously filed.

Name and address of employee or other individual	Nature of services or assistance rendered	Has connection with Registrant ended?
<u>Employees</u> Thomas Kajiwara	Asst. Researcher	Connection has not ended
Brenda Scranton	Clerk	"
William Tarrant	Assistant-Display	"
Kathleen Poynter	" Public Relations	"
Masa Kazu Miwa	" Researcher	"
Genichiro Inokuma	Display advisor	"
Nicholas Zeoli	Clerk	Yes
Tamiko Kawata	Receptionist	No
Osamu Tahara	Clerk	"
Isamu Hiraga	Asst. Accountant	Yes
Marilyn Secure	Telephone operator-receptionist	No
Sandra Crouse	Secretary to Managing Director	"
Sawako Kato	Asst. Bookkeeper & Secretary	"
Makoto Hosono	Asst. Researcher	"
Robin Miller	Secretary	"

10. Furnish the following information as to Registrant's receipts and expenditures during the period covered by this statement. The information may, if Registrant desires, be furnished for Registrant's latest semiannual fiscal period, provided the period covered is indicated and future statements are furnished on the same basis:

- (a) All amounts received during the period directly or indirectly from each foreign principal named under item 6, itemized as follows:

<i>Date funds received</i>	<i>Name of foreign principal from whom funds received¹</i>	<i>Purposes for which received²</i>	<i>Amount received³</i>
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See Schedule II

- (b) All amounts received during the period from other sources to be used directly or indirectly for or in the interests of any foreign principal named under item 6, itemized as follows: ⁴

<i>Date funds received</i>	<i>Name of person from whom received¹</i>	<i>Purposes for which received²</i>	<i>Amount received³</i>
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None

- (c) All expenditures made during the period directly or indirectly for or in the interests of each foreign principal named under item 6, itemized as follows: ⁵

<i>Date payment was made</i>	<i>Name of person to whom payment was made¹</i>	<i>Purposes for which payment was made²</i>	<i>Amount of payment³</i>
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See Schedule III (7 pages)

¹ Include all amounts so received, whether received as compensation, loans, contributions, subscriptions, fees, dues, subsidies, or otherwise.

² Receipts from or payments to a person amounting to less than \$200 for the period may be combined with other like amounts, provided the source or disposition of the funds, as the case may be, is clearly indicated.

³ Where funds were received or paid, as the case may be, for various purposes, such purposes shall be listed in reasonable detail.

⁴ Show separately the amount received or paid, as the case may be, for each purpose listed under the preceding column.

⁵ Include all transfers of funds to any foreign principal.

11. (a) Speeches, lectures, talks, and radio broadcasts arranged or sponsored by Registrant or delivered by officials or employees of Registrant, during the period.

*Name of person by
whom delivered*

*Number of speeches, lectures,
and talks delivered*

*Number of radio broadcasts
delivered*

See Schedule IV (4 pages)

(b) Publications prepared or distributed by Registrant, or by others for Registrant, or in the preparation or distribution of which Registrant rendered any services or assistance, during the period. (Indicate each type of publication by an "X.")

- | | | |
|------------------------------|---|-----------------------------------|
| (1) Press releases | (8) Circulars | (15) Lantern slides |
| (2) News bulletins | (9) Form letters | (16) Still pictures |
| (3) Newspapers | (10) Reprints | (17) Posters |
| (4) Articles | (11) Copies of speeches, lec-
tures, talks, or radio
broadcasts | (18) Photographs |
| (5) Books | (12) Radio programs | (19) Charts |
| (6) Magazines | (13) Radio scripts | (20) Maps |
| (7) Pamphlets X | (14) Moving pictures | (21) Other publications |

(c) Preparation and distribution of publications referred to in answer to (b) above.

*Description of
publication*

*By whom written, edited,
or prepared*

*By whom printed, produced,
or published*

*By whom
distributed*

7 & 8

Ruder & Finn, Inc.
and J. Tokuyama

Ruder & Finn, Inc.

(d) Compliance with the filing, labeling, and reporting provisions of Section 4 of the Foreign Agents Registration Act of 1938, as amended, and Rules 400-403 thereunder.

(1) Were copies or summaries of all communications and publications referred to in answer to (a) and (b) above filed with the Department of Justice and the Librarian of Congress? If not, explain why copies or summaries of any such communications and publications were not filed.

Ruder & Finn, Inc. advise they have complied with all requirements by filing Form No. DJ-310

(2) Were all such communications and publications labeled in accordance with Section 4 and Rules 400-403? If not, explain why any such communications and publications were not so labeled.

Ruder & Finn, Inc. advise they have complied with all requirements.

(3) Were reports of the delivery, distribution, or other dissemination of all such communications and publications made to the Department of Justice in accordance with Section 4 and Rules 400-403? If not, explain why any such reports were omitted.

Ruder & Finn, Inc. advise they have complied with all requirements.

12. (a) Any changes during the period, not fully described above, in Registrant's affiliations, associations, or other connections with foreign governments, foreign political parties, or officials or agencies thereof.

*Name of government, party, or official,
or agency thereof*

*Nature of changes during period in Registrant's
connections therewith*

None

- (b) Any changes during the period in Registrant's pecuniary interest in or control over partnerships, corporations, associations, or other organizations or combinations of individuals.

*Name of organization or
combination*

*Nature of changes during period in
Registrant's ownership or other
pecuniary interest*

*Nature of changes during period in any
direction or control exercised
by Registrant*

None

13. (a) Any changes during the period in the ownership of or supervision, direction or control over Registrant by any organization, group, or individual.

*Name of organization, group,
or individual*

*Nature of changes during period in ownership,
supervision, direction, or control*

Michisuki Sugi, President of Japan External Trade Organization, died in December, 1964.

Sukemasa Komamura, became President 12/22/64

- (b) Any subsidy or other financial assistance received by Registrant during the period directly or indirectly from—

Any individual who is a citizen of, or resides in, a foreign country.

Any organization created in, or under the laws of, any foreign country or having its principal place of business in a foreign country.

Any foreign government or foreign political party, or any official or agency thereof.

<i>Name of person from whom subsidy or financial assistance received</i>	<i>Nature and amount of subsidy or financial assistance</i>
Japan External Trade Organization	appropriations based upon expenses required for operation of registrant
Japan External Trade Organization furnishes total financial support and subsidy.	

14. File the following exhibits with this statement:

Short Form Registration Statement - File a Short Form Registration Statement, on the printed form provided therefor, for each of the following persons for whom a Short Form Registration Statement (formerly Exhibit A) has not previously been filed:

- (a) All partners, officers, directors, and similar officials of Registrant.
- (b) All employees or other individuals who during the period rendered any services or assistance to Registrant, with or without compensation, for or in the interests of any foreign principal named under item 6.

Exhibit B.—File a copy of any changes during the period in the agreement, arrangement, or authorization (or if not in writing a written description thereof) pursuant to which Registrant is acting for, or receiving funds from, each foreign principal named under item 6.

Exhibit C.—File an Exhibit C, on the printed form provided therefor, for each foreign principal named under item 6 for whom an Exhibit C has not previously been filed.

Exhibit D.—If Registrant is a nonbusiness organization, file a copy of any changes during the period in its charter, constitution, bylaws, or other instruments of organization.

Exhibit E.—File a copy of the agreement or arrangement (or if not in writing, a written description thereof) between the Registrant and each business firm or other organization named under item 11 (c), and copies of all changes during the period in similar contracts previously filed.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in Exhibit A insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

Takeshi Maruo
(Signature)

Takeshi Maruo

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths, by a majority of those partners, officers, directors, or persons performing similar functions who are in the United States. If no such person is in the United States, the statement shall be signed and sworn to by the duly authorized representative of the Registrant.)

(Signature)

(Signature)

(Signature)

Subscribed and sworn to before me at New York, New York

this 25th day of February, 1965

Arlene M. D'Arata
(Signature of notary or other officer)

My commission expires March 30, 1965

ARLENE M. D'ARATA
Notary Public State of New York
No. 24-0859915 Qual. in Kings Co.
Comm. Issued in New York County
Commission Expires March 30, 1965

Schedule I
Question 7RECEIVED
DEPARTMENT OF COMMERCE
DISPLAY ACTIVITIES, JAPAN TRADE CENTER, NEW YORK

January, 1964 - December, 1964

MAR 1 12 20 PM 1965

<u>DATE</u>	<u>NAME OF SHOW</u>	<u>PLACE</u>
Feb. - March	JAPAN HANDICRAFTS	THE JAPAN TRADE CENTER, N.Y.
MAY	NISHIJIN SILK SHOW	THE JAPAN TRADE CENTER, N.Y.
September	PARTICIPATED IN THE EASTER STATES EXPO- sition	SPRINGFIELD, MASSACHUSETTS
September	BOOKS FROM KAPAN	THE JAPAN TRADE CENTER, N.Y.
October	JAPAN FOOD SHOW	THE JAPAN TRADE CENTER, N.Y.
December	I.S.A. SHOW	COLOSIMUM N.Y.
December	JAPAN CAMERA SHOW	JAPN TRADE CENTER N.Y.

The purpose of the Handicrafts Show, Nishijin Silk Show, Books FROM Japan, Food Show, and the Camera Show is to promote sales of Japanese exports in the U.S. markets.

The ISA Show dealt mainly with measuring instruments.

The Eastern States Exposition was a state fair where major industrial products from Japan either by means of actual products or photographs were displayed.

SCHEDULE II
Question 10(a)REMITTANCES

From July to December, 1964

Remittances of Details	Amounts					
	July	August	September	October	November	December
Remittances from JETRO	\$121,310.67	7,167.01	13,500.00	126,226.38	78,541.21	30,419.33
						\$377,164.60

SCHEDULE II

DISPLAY ACTIVITIES, JAPAN TRADE CENTER, NEW YORK

MAR 1 12 23 PM 1965

January, 1963 - December, 1963.

REGISTRATION SECTION

<u>DATE</u>	<u>NAME OF SHOW</u>	<u>PLACE</u>
Feb. - March	Japan Handicrafts Show	The Japan Trade Center, N.Y.
September	Participated in the ISA Show	Chicago
September	Participated in the Eastern States Exposition	Springfield, Massachusetts
October	Japan Food Show	Japan Trade Center, N.Y.
December	Japan Dental Equipment Show	Japan Trade Center, N.Y.
December	Japan Camera Show	Japan Trade Center, N.Y.

The purpose of the Handicrafts Show, Food Show, Dental Equipment Show, and the Camera Show is to promote sales of Japanese exports in the U.S. markets.

The ISA Show dealt mainly with measuring instruments.

The Eastern States Exposition was a state fair where major industrial products from Japan either by means of actual products or photographs were displayed.

SCHEDULE II .

SPEECHES

SUMMARY OF CONTENTS

Primarily, those speeches listed in the separate sheet have emphasized either one or two or all of the following themes, depending upon the type of audience, the type of occasion, as well as the length of time given for a speech.

THEMES:

1. The closeness which now exists between Japan and the United States, which has been brought about by:

- 1) people to people contact
- 2) mass communications
- 3) fast developing transportation system

2. Japan - United States trade relations.

- 1) Japan buys more from the United States than she sells to her.
- 2) What Japan buys from the United States and how much of them.

3. Promotion of Japan - United States trade for mutual economic prosperity, giving as well as emphasizing the background information in concerned areas so that American businessmen may be briefed about the essentials of how to do business with and in Japan. Such background information includes:

- 1) Japan's economic growth and underlying factors
- 2) Consumer behavior
- 3) Japanese Advertising industry

- 4) Living standard and wages in Japan
- 5) Japanese business behavior
- 6) Technological and scientific investment and achievements in Japan
- 7) Distribution revolution in Japan
- 8) Socio-economic analysis with psychological implications, involving population pressure as well as Oriental and Japanese socio-economic and socio-psychological behaviors.

* * * * *

11/17/64

TOKUYAMA'S SPEECH

during

June 1963 - June 1964

1. June, 1963 JAPANESE EXECUTIVE METHODS AND PRACTICES, AMA Seminar
2. August, 1963 NEW YORK STATE-JAPAN ECONOMIC RELATIONS, New Platz College
New York
3. September, 1963 INVESTMENT FOR SCIENTIFIC TECHNOLOGY IN JAPAN, New York State Society of Professional Engineers
4. October, 1963 U.S. JAPAN ECONOMIC RELATIONS, Harvard University
5. October, 1963 U.S. JAPAN TRADE RELATIONS - INVISIBLE CRISIS, New York University
6. October, 1963 U.S. JAPAN TRADE RELATIONS University of Wisconsin
7. October, 1963 BUSINESS ETHICS IN JAPAN, University of Wisconsin
8. December, 1963 SOCIAL INDUSTRIAL DEVELOPMENT IN POSTWAR JAPAN, City Club of Cleveland in Ohio
9. December, 1963 U.S. JAPAN TRADE AND JAPANESE ECONOMIC FUTURE, Jewish Center New York
10. January, 1964 U.S. JAPAN TRADE RELATIONS, Atlantic Lodge Jewish Center, Atlantic City, New Jersey
11. February, 1964 INDUSTRIAL AND SOCIAL CHANGE IN POSTWAR JAPAN, The Treasurer's

JAPAN TRADE CENTER

Schedule III
Question 10(c)PAYMENTS

From July to December, 1964

Payment in Details	Amounts			
	July	August	September	October
B ^u ilding Rent	\$6,309.17	6,909.17	6,309.17	6,909.17
Salaries and Taxes (Staff Members)	10712.40	16,418.08	13,070.32	11,886.39
Salaries and Taxes (Local Employees)	5,616.63	4,865.34	5,036.10	5,021.72
Lawyer Fee	1,280.00	640.00	-	1,280.00
Show Expenses	692.54	955.40	182.34	7,478.89
Public Relations				
Ruder & Finn, Inc. Expenses	8,000.00	4,000.00	11,820.35	4,000.00
Others	1,238.67	2,953.40	563.45	1,092.84
Marketing Research	1,500.00	3,400.00	2,050.00	10,825.00
Conferences and Meetings	442.56	569.37	301.07	691.98
New York World's Fair Expenses	17,522.20	21,409.09	17,341.96	5,417.24
Others	4,269.75	2,168.56	1,411.28	2,501.32
Total	57,583.92	64,288.41	58,086.04	57,104.55

			Content
November	December	Total	
6,309.17	6,909.17	39,655.02	
11,734.20	14,182.36	78,003.75	Ten Staff Members
5,157.44	7,966.05	33,663.28	Eleven Employees
-	640.00	3,840.00	Refer Attached Sheet
2,344.17	5,698.39	17,351.73	Expenses for Silk, Publication, Camera and Eastern States Fair Shows
4,000.00	4,000.00	35,820.35	Refer Attached Sheet
1,347.02	579.96	7,775.34	" " "
24,750.00	11,750.00	54,275.00	" " "
103.26	905.58	3,013.82	
31,315.76	7,061.46	100,067.71	
2,789.43	2,534.13	15,674.47	Refer Attached Sheet
89,850.45	62,227.10	389,140.47	

Schedule III
Question 10(c)Retainer From: July to December 1964

Payee: WHITMAN, RANSOM & COULSON
522 Fifth Avenue
New York, New York 10036

July	for May and June	\$ 1,280.00
August	for July	\$ 640.00
October	for August and September	\$ 1,280.00
December	for October	\$ 640.00
Total:		\$ 3,840.00

Public Relations Expenses

Payee: RUDER & FINN, INC.
130 East 59th Street
New York, New York 10022

July	PR services for June and July	\$ 8,000.00
August	PR services for August	\$ 4,000.00
September	PR services for September	\$ 4,000.00
	PR services for April and May	\$ 7,820.35
		\$11,820.35
October	PR services for October	\$ 4,000.00
November	PR services for November	\$ 4,000.00
December	PR services for December	\$ 4,000.00
Total:		\$35,820.35

Payee: EXCEPT RUDER & FINN, INC.

JULY - Telephone and Postage charges	\$ 603.89
Stationery	\$ 536.83
Messenger services	\$ 68.45
Miscellaneous	\$ 29.50
	\$ 1,238.67

JAPAN TRADE CENTER
Schedule III
Question 10(c)

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AUGUST	- Telephone and Postage charges	\$ 312.90
	Stationery	\$ 80.19
	Messenger Services	\$ 148.90
	Taxi Fare	\$ 135.90
	Photographs	\$ 190.24
	Advertising for N.Y. World's Fair	
	"Japan Day" Photo Contest	\$ 2,065.84
	Miscellaneous	\$ 19.43
		<u>\$ 2,953.40</u>
SEPTEMBER	-Postage	\$ 400.00
	Photographs	\$ 8.78
	Messenger Services	\$ 19.80
	Advertising for ISA Journal	\$ 120.12
	Miscellaneous	\$ 14.75
		<u>\$ 563.45</u>
OCTOBER	- Stationery	\$ 89.65
	Business Trips	\$ 617.86
	Messenger Services	\$ 19.60
	Taxi Fares	\$ 71.55
	Photographs	\$ 279.43
	Miscellaneous	\$ 14.75
		<u>\$ 1,092.84</u>
NOVEMBER	- Telephone and Postage charges	\$ 213.75
	Business Trip	\$ 10.27
	Taxi Fares	\$ 108.63
	Messenger Services	\$ 32.50
	Advertising for ISA Journal	\$ 424.66
	Advertising for New York	
	Times (Sept. 21, 1964 issue)	\$ 542.46
	Miscellaneous	\$ 14.75
		<u>\$ 1,347.02</u>

JAPAN TRADE CENTER

Schedule III
Question 10(c)

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DECEMBER - Telephone and Postage Charges	\$ 435.97
Business Trip	\$ 37.27
Messenger Services	\$ 51.60
Photographs	\$ 40.37
Miscellaneous	<u>\$ 14.75</u>
	\$ 579.96
 TOTAL:	 \$ 7,775.34

JAPAN TRADE CENTER

Schedule III
Question 10(c)MARKET RESEARCH FEES

From: July to December 1964

<u>MONTH</u>	<u>CONTENT</u>	<u>PAYEE</u>	<u>AMOUNT</u>
JULY	U.S. Stainless Steel Market	Industrecon Associates, Inc.	\$ 1,500.00 \$ 1,500.00
AUGUST	Stainless Steel Flatware Footwear Lumber market	Laurence J. Jaffe Associates, Inc. " " Industrecon Associates, Inc.	\$ 1,050.00 \$ 1,100.00 \$ 1,250.00 \$ 3,400.00
SEPTEMBER	Blowing Agents Stainless Steel Flatware	Industrecon Associates, Inc. Laurence J. Jaffe Associates, Inc.	\$ 1,000.00 \$ 1,050.00 \$ 2,050.00
OCTOBER	Organic Pigments Air Compressors PVC	Chemical Marketing & Research Company Techno-Marketing International, Inc. Marketscope Research Co., Inc.	\$ 2,350.00 \$ 2,225.00 \$ 1,750.00
	Dental Instruments Analyzing Equipment	Industrecon Associates, Inc. Stern Associates	\$ 2,000.00 \$ 2,500.00 \$10,825.00
NOVEMBER	Magnetic Ferrite Cores Foamed Urethane Products Plastic Machinery	Techno-Marketing International, Inc. International Research and Marketing, Inc. International Research and Marketing, Inc.	\$ 2,500.00 \$ 2,500.00 \$ 3,000.00

JAPAN TRADE CENTER

Schedule III - Question 10(c)

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<u>MONTH</u>	<u>CONTENT</u>	<u>PAYEE</u>	<u>AMOUNT</u>
NOVEMBER (Cont'd)	Precision Measuring Instruments	Industrecon Associates, Inc.	\$ 2,500.00
	Seven Groups of Merchandise	R.H. Bruskin Associates	\$ 5,000.00
	150 Items	Industrecon Associates, Inc.	\$ 5,000.00
	Lumber Market	"	\$ 1,250.00
	Blowing Agents	"	\$ 1,000.00
	Canned Foods	"	\$ 1,000.00
	Low Horsepower Gasoline Engines	"	\$ 1,000.00
			<u>\$24,750.00</u>
DECEMBER	Headgear and Hat Bodies	Russel Marketing Research, Inc.	\$ 1,900.00
	Stainless Steel Hospital Wares	"	\$ 2,000.00
	Rug Market	Industrecon Associates, Inc.	\$ 2,000.00
	Organic Pigments	Chemical Marketing and Research Company	\$ 2,350.00
	Toys	Stern Associates	<u>\$ 3,500.00</u>
			\$11,750.00
	TOTAL:		\$54,275.00

Schedule III
Question 10(c)Itemized List of Expenditures (others) by Month

From July to Dec., 1964

Japan Trade Center

Items	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Business Trip	38.11	147.52		209.30	16.00		410.93
Stationery	1,371.83	85.16			9.32	216.96	1,683.27
Materials (Subscriptions)	517.19	651.23	272.50	463.28		772.07	2,676.27
Postage, Telegrams, a Telex and Telephone	1,427.52	781.86	704.47	512.53	538.35	146.40	4,111.13
Taxi Fare	381.95	229.65	187.35	51.70	231.65	44.90	1,127.20
Repairs	145.00		50.00				195.00
Furniture	156.00	181.45			1,427.81	51.48	1,816.74
Tracking, Xerox Copies, Cleaning Charges etc.	232.15	91.69	196.96	1,264.51	566.30	1,302.32	3,653.93
Total	4,269.75	2,168.56	1,411.28	2,501.32	2,789.43	2,534.13	15,674.47

Schedule IV
Question 11(a)

SPEECHES BY MR. JIRO TOKUYAMA
DURING THE PERIOD FROM JUNE,
1964 TO DECEMBER, 1964.

1. June, 1964
AN INTRODUCTION TO JAPAN
World's Fair Pavilion (Teacher's Night)
New York
2. July, 1964
1) JAPAN TODAY
2) COMMUNICATIONS AT THE CONCEPTUAL LEVEL
3) MYTHS ON JAPAN
Three interviews over radio station WPAT
New York
3. August, 1964
THE ROLE OF THE INTERNATIONAL TRADE FAIR
The Association of National Advertisers
New York
4. September, 1964
AN INTRODUCTION TO PRESENT-DAY JAPAN
Eastern States Exposition (Teacher's Night)
Springfield, Massachusetts
5. October, 1964
JAPAN-U.S. ECONOMIC RELATIONS
Columbia University
New York
6. October, 1964
INTERNATIONAL MARKETING IN ASIA
Business School of University of Michigan
Michigan
7. October, 1964
U.S.-JAPAN ECONOMIC RELATIONS
University of Michigan, Japan Studies Center
Ann Arbor, Michigan
8. November, 1964
ASIA-JAPAN AND THE UNITED STATES
West Point Military Academy
New York

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2/11/65

JAPAN TRADE CENTER
Schedule IV
Question 11(a)

SPEECHES

SUMMARY OF CONTENTS

Primarily, those speeches listed on the attached page have emphasized either one or two or all of the following themes, depending upon the type of audience, the type of occasion, as well as the length of time given for a speech.

THEMES:

1. The closeness which now exists between Japan and the United States, which has been brought about by:
 - 1) people-to-people contact
 - 2) mass communications
 - 3) fast developing transportation system.
2. Japan-United States trade relations:
 - 1) mutually profitable economic relations
 - 2) what Japan buys from the United States and how much of them.
3. Promotion of Japan-United States trade for mutual economic prosperity, giving as well as emphasizing the background information in concerned areas so that American businessmen may be briefed about the essentials of how to do business in and with Japan. Such background information includes:
 - 1) Japan's economic growth and underlying factors
 - 2) consumer behavior
 - 3) Japanese advertising industry
 - 4) living standard and wages in Japan
 - 5) Japanese business behavior
 - 6) technological and scientific investment and achievements in Japan
 - 7) distribution revolution in Japan
 - 8) socio-economic analysis with psychological implications, involving population pressure as well as Oriental and Japanese socio-economic and socio-psychological behaviors.

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JAPAN TRADE CENTER
Question 11(a) - SCHEDULE IV

RADIO APPEARANCES BY JAPAN TRADE CENTER
PERSONNEL DURING THE PERIOD FROM JUNE,
1964 TO DECEMBER, 1964.

MAY, 1964

Radio interview with Mr. Jiro Tokuyama,
Director of Public Affairs Department,
on station RADIO NEW YORK WORLD WIDE.
The subject of the interview was the
Japan Pavilion at the New York World's
Fair.

AUGUST, 1964

Radio interview with Mr. Takeshi Maruo,
Executive Director, on station RADIO NEW
YORK WORLD WIDE. The subject of the
interview was the Japan Pavilion at the
New York World's Fair.

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JAPAN TRADE CENTER
Schedule IV
Question 11(a)

TELEVISION APPEARANCES BY JAPAN TRADE
CENTER PERSONNEL DURING THE PERIOD
FROM JUNE, 1964 TO DECEMBER, 1964.

JULY, 1964

Television interview with Mr. Jiro Tokuyama
on Channel 31, New York. Subject: Japan
Pavilion at the New York World's Fair.

JULY, 1964

Television interview with Mr. Jiro Tokuyama
on THE TODAY SHOW, NBC-TV network, New York.
The 15-minute interview was based on the
Japan Pavilion at the New York World's Fair.

SEPTEMBER, 1964

Television interview with Mr. Jiro Tokuyama
on the WNCN-TV program, "Conversations
With . . . " in West Springfield, Massachusetts.
The one-half hour interview centered around
Japan's participation in the Eastern States
Exposition.

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